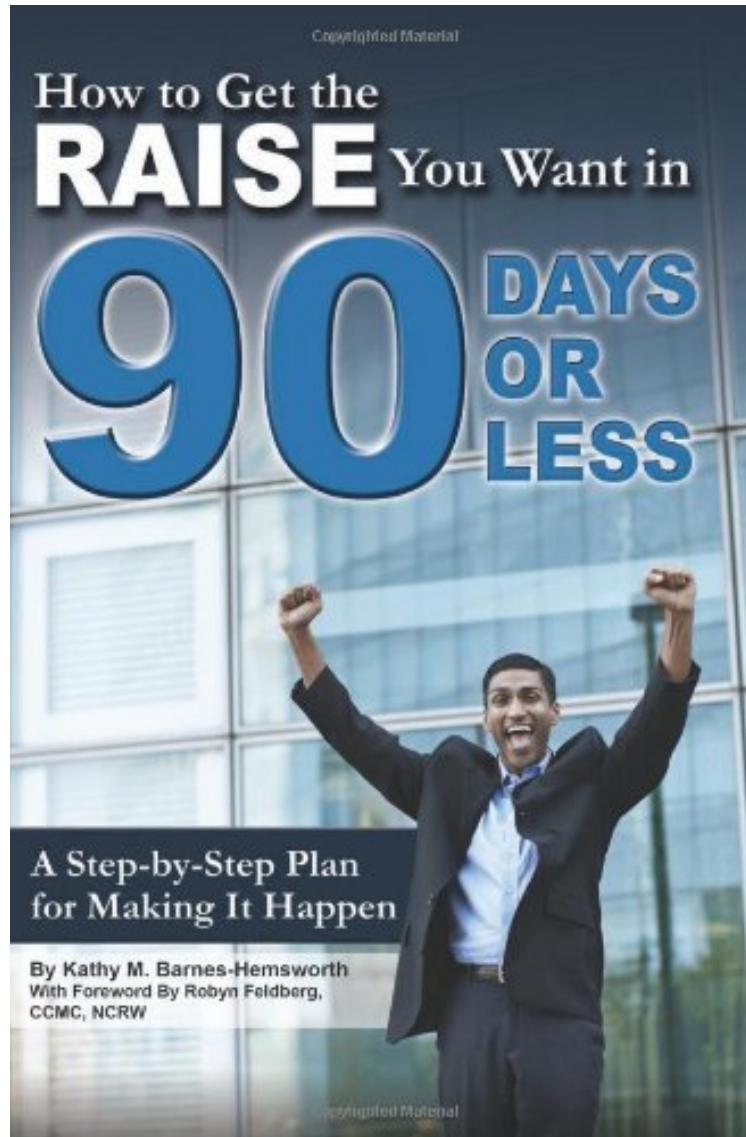


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How to Get the Raise You Want in 90 Days or Less: A Step-by-step Plan for Making It Happen

Kathy M. Barnes

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Kathy M. Barnes : How to Get the Raise You Want in 90 Days or Less: A Step-by-step Plan for Making It Happen before purchasing it in order to gauge whether or not it would be worth my time, and all praised How to Get the Raise You Want in 90 Days or Less: A Step-by-step Plan for Making It Happen:

2 of 2 people found the following review helpful. Move out of your mother's basement in 90 days or less!By Shay E. EscobarReading How to Get the Raise You Want in 90 Day or Less was akin to riding an emotional seesaw, but certainly not a roller coaster, because that would suggest a fervor that was never present. Like a bipolar kid on

Lithium, the reader is left missing the highs and lows that only real passion can fuel. This is not to say that author, Kathy Barnes-Hemsworth, does not provide an extremely organized, cohesive, guide to . . . well, that's also up for debate, hence the seesaw. While the title leaves no question about the author's intentions, this book can serve vastly different purposes depending on the reader's background. On one hand, it could be an invaluable life skills guide for the mentally disabled and the socially awkward. Chapter 6, aptly titled "Mastering the Basics," not only addresses personal hygiene, specifically body odor and bad breath, but offers viable solutions, such as "keeping a toiletry bag at work with deodorant and floss", or "chewing on a sprig of parsley" for an instant minty boost. The only section where counsel falters is in its recommendation that the reader ask a close friend to evaluate the offensiveness of his or her body odor. Somehow it seems implausible that such a person would have someone available to ask. One aspect deserving high praise is the author's flow and natural rhythm throughout the entire book. It is almost enough to distract readers from the glaring fact that if they did not already have a handle on the information presented, they never would have had a job to start with. Then again, do they really? Are there not people who dress like they didn't have time to stop home and change after doing the walk-of-shame? People who can't smile, make eye contact, or apparently, bathe? At this juncture of the reading, realization sets in and smugness wanes. In Chapter 7, communication is addressed and further feelings of genuine appreciation will be felt by the dwindling numbers of those who choose not to bastardize the English language. In the "Vocabulary and Vernacular" segment, this population will find a kindred spirit in Barnes-Hemsworth; a champion for those that can differentiate between your/you're and don't consider TTYL an appropriate sign-off for anyone, even those that have lockers adorned with Hannah Montana posters. Hopefully these attributes will be enough to hold the reader's interest to the end, because there is a payoff (though it's not the promised raise). While the majority of the book reads like *An Idiot's Guide to Common Sense* (and can that even be taught?) some sections of the last two chapters are not only applicable to those who already know how to walk upright, but are downr1 of 1

people found the following review helpful. Need more money? By R. Stedman On the surface, asking for a raise seems quite simple - you walk in to your boss's office and ask. The boss will say either "OK" or "No Way." In *How to Get the Raise You Want in 90 Days or Less*, author Kathy M. Barnes-Hemsworth provides insight and guidance as to why this approach may likely result in the latter answer. To increase your chances of successfully getting the raise you want Kathy lays out basic steps an employee should take to prepare for, and ask for, a raise. While the book appears to assume that the reader is most likely working in a white collar position, the fundamental principles should work equally well for blue collar laborers; they only need to make the steps presented in the guide relevant to their jobs. The book is easy to read and follow. The author suggests a three pronged approach. Although I am simplifying it greatly, the first part is what I would call "playing the game". This includes playing by the rules, like being on time, not doing personal "business" on the clock, answering the phone in an appropriate manner, and getting on your boss's good side. The second prong is to demonstrate to the boss why you deserve the raise, or your "merit". This includes letters of praise, accomplishments in your work, educational achievements, and demonstrates that you deserve the raise you are requesting. These need to be "crafted" to tailor your accomplishments to fit the goals of the company. The third prong is the actual meeting where the raise is actually requested. In this section the author gives guidelines on how to present your case and control the meeting to your benefit. I thought one of the best sections was to consider what you might lose if you accept a job with another company. It is an excellent question to ask one's self before making a job change. The book is an excellent primer on the steps to take to ask for a raise successfully. While the book makes no guarantee that the reader will get the raise they ask for, the person who does take these steps, and continues to use them, should certainly improve their odds. 0 of 0 people found the following review helpful. Good place to start By Irene Watson Being an employer myself I was very interested in knowing what suggestions are given to employees to ask for a raise. How you go about asking for a raise could result in two ways; one being a raise will happen and the other a walking ticket. I can't agree more with Kathy M. Barnes-Hemsworth in saying "One of the questions you must consider when thinking about your raise is whether you should ask for a raise or just look for a higher-paying job with another company entirely. While it may seem exciting to leave for another job that pays more, there are some good reasons to stay where you are, with a company where you have proved that you deserve to be paid more." And I can assure you that once you are through "*How to Get a Raise You Want in 90 Days or Less*" you will be clear what direction you need to take. This book covers the ultimate basics, for e.g.: understanding how the business works and finances, employee evaluations, being clear on your expectations and goals, preparing your case, and presentation of case. It also covers suggestions on how to prepare oneself physically and mentally. I believe this book is geared more toward the person that is on the lower end of the spectrum as far as pay scale and responsibility is concerned; that person in his or her first job. The writing is simple, concise and informative. There is nothing overwhelming or unachievable. I also believe this book should be recommended reading for college students getting ready to embark on their career. It will give them more clarity on how the "real world" works and how to flow with it.

You work hard every day and you know that your performance merits more money than you are currently making. But the rat race is making it next to impossible to ask for that raise you want. Job growth is slowing, salaries are tightening up, and you feel like you might miss your chance if you do not act soon do not feel alone. Millions of Americans feel

the exact same way and it can be hard to get past your initial hesitance to ask for a raise. But, it is a more complex process than merely asking for a raise. You must be prepared to approach your boss and company from a multitude of different angles. In this comprehensive guide to overcoming your hesitance and getting the raise you deserve, you will learn exactly how you can step up to the plate and become the employee that no one can ignore, not only earning that raise, but proving to everyone around you that your presence is vital to the success of the company. In this book, you will learn how to approach the process of getting a raise one step at a time, focusing on what you need to do as an employee to successfully convince your employer that you are worth the money. You will learn how to analyze where you are in your life and career, how you got there, and where you want to end up. A complete outline is provided to detail exactly how salaries are set by employers and how you can work within those parameters, evaluating your own skill set, and deciding if you are truly entitled to a raise or if you need to work a little harder for it. You will learn how to go about earning your raise by creating a list of what your employer is looking for and methodically checking off each item as you improve your overall work performance to meet their expectations. Learn when and where you can ask for a raise and how to negotiate with a tough boss to convince them that your request is both fair for you and beneficial for them. A special section on the top mistakes you should avoid in negotiating your raise is included to ensure you do not make the same mistakes that have tripped up many before you and an explanation of how employers give and analyze employee evaluations allows you to see inside their head as they try to decide whether your request is worthwhile to them. For any employee grinding their way through work every day, knowing they are worth more money, this step-by-step guide to asking for a raise is for you. Atlantic Publishing is a small, independent publishing company based in Ocala, Florida. Founded over twenty years ago in the company president's garage, Atlantic Publishing has grown to become a renowned resource for non-fiction books. Today, over 450 titles are in print covering subjects such as small business, healthy living, management, finance, careers, and real estate. Atlantic Publishing prides itself on producing award winning, high-quality manuals that give readers up-to-date, pertinent information, real-world examples, and case studies with expert advice. Every book has resources, contact information, and web sites of the products or companies discussed. This Atlantic Publishing eBook was professionally written, edited, fact checked, proofed and designed. The print version of this book is 288 pages and you receive exactly the same content. Over the years our books have won dozens of book awards for content, cover design and interior design including the prestigious Benjamin Franklin award for excellence in publishing. We are proud of the high quality of our books and hope you will enjoy this eBook version.

In *How to Get the Raise You Want in 90 Days or Less: A Step-by-Step Plan for Making It Happen*, author Kathy M. Barnes-Hemsworth has succeeded in creating a comprehensive go-to resource for people serious about turning their financial goals into a reality and implementing a plan to heighten and earn their value in today's competitive employment market. With every fiber of my being, I believe that it is every person's inalienable right to create a career that allows them to earn an abundant salary, still have a personal life, enjoy what they do, and feel successful, happy, and healthy. The skills that it takes to create this type of career, however, are not innate to us, but rather something that most of us need to learn, and Kathy's book is a smart and sensible place to acquire the necessary knowledge one needs to build a stable career foundation. Though the money one earns from his or her career does not dictate the level of their personal fulfillment or satisfaction, it certainly does help pay the bills and make life more comfortable. What keeps most people from creating the career of their dreams from a financial perspective is not a lack of ability, a lack of hard work, or a lack of education it is a lack of planning and intention. Like the old adage goes, He who fails to plan, plans to fail. As companies get leaner and budgets continue to get tighter, employees have to become smarter, more strategic, more competent, and more confident than ever before; they must learn to communicate a strong brand in the workplace and a unique promise of value. Just as cream always rises to the top, employees with strong brands who are perceived as delivering greater value will always be in demand and able to command higher wages even in economic downturns. As a certified career management coach, one of my greatest joys is found in equipping my clients with the mechanics and mindset necessary to support their career development. In my professional life, there is nothing more rewarding than helping my client's transition from stuck to unstuck, from victim to victorious, and from under-earning to financially successful. To this end, I am constantly looking for new resources that I can recommend, and I recommend this book to anyone seeking solid, reliable information on how to get a raise. Congratulations to you for picking up this book and taking steps to intentionally steer your career where you want it to go. Obviously, you already recognize how critical it is for you to ask for what you want and have a realistic, cohesive, and actionable plan in place that will allow you to safely reach your goals in the fastest and most efficient manner possible. I wish you all the best as you start reading this book and begin your journey toward a place of greater abundance and prosperity. -- Robyn Feldberg, CCMC, NCRW